

SE Green Power Markets

The Next Step in Expansion

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Seventh Annual Green Power Marketing Conference

**OUR
SERVICE
AREA OF
EIGHT
SOUTHEAST
STATES**



Future Still Bright for SE Markets

- TVA program continues to expand
- Large Programs on the horizon
 - Georgia (Green Power EMC and Georgia Power)
 - North Carolina Statewide program
 - Florida ?
 - Southern Company expansion

TVA Green Power Switch

- Bumpy year
 - New Board member, old nuclear plant
 - Wind expansion
- 5,939 Residential customers purchasing 10,261 blocks
- 289 business customers purchasing 8,835 blocks
- Total block purchases: 19,096
- Expansion continues over 40 muni and coops

Green Power EMC

- 16 member Coops are participating
- Residential sign ups underway
- 13 MW of LFG under contract
- Green electrons by early 2003
- Considering CRS Accreditation
- Looking at both wind and solar options

Georgia Power

- Program still under development
- Roll out expected Spring 2003
- LFM, wind, solar and possible hydro
- Strong support for CRS Accreditation
- Could be model for SOCO expansion

NC Green Power

- Statewide product currently under development (3.9 million customers)
- All NC utilities currently at the table
- Likely to see a split product offering
- Contract design and marketing capital remain challenges

Florida

- Numerous utilities and stakeholders working in CRS process
- FPL has program under development
- TECO has program on the street
- JEA partnering with Sterling Planet
- Gulf Power likely to follow GA Power's design in the future
- Several munis looking at programs

Other Important Programs

- Santee Cooper in South Carolina
 - Over 100 business sign up
- Kentucky (?)
- Entergy (?)



Southern Alliance for
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